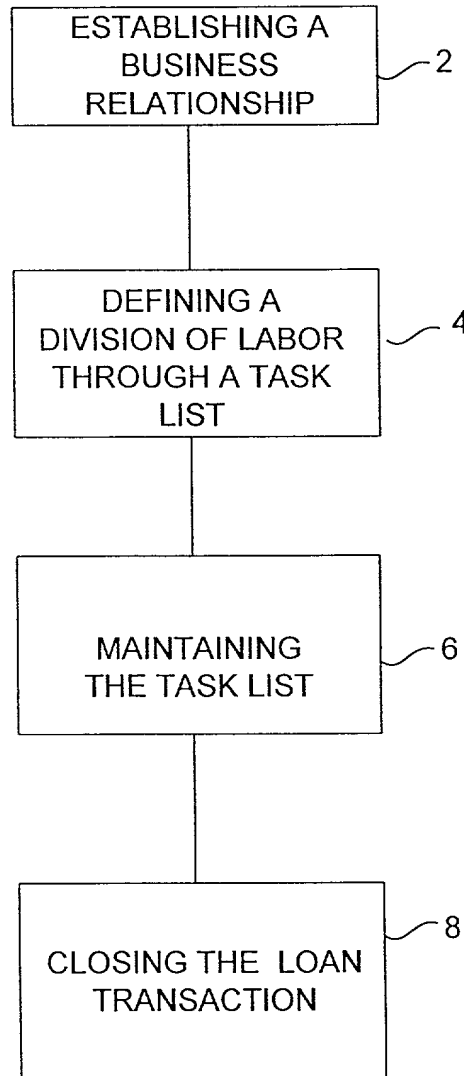


FIG. 1



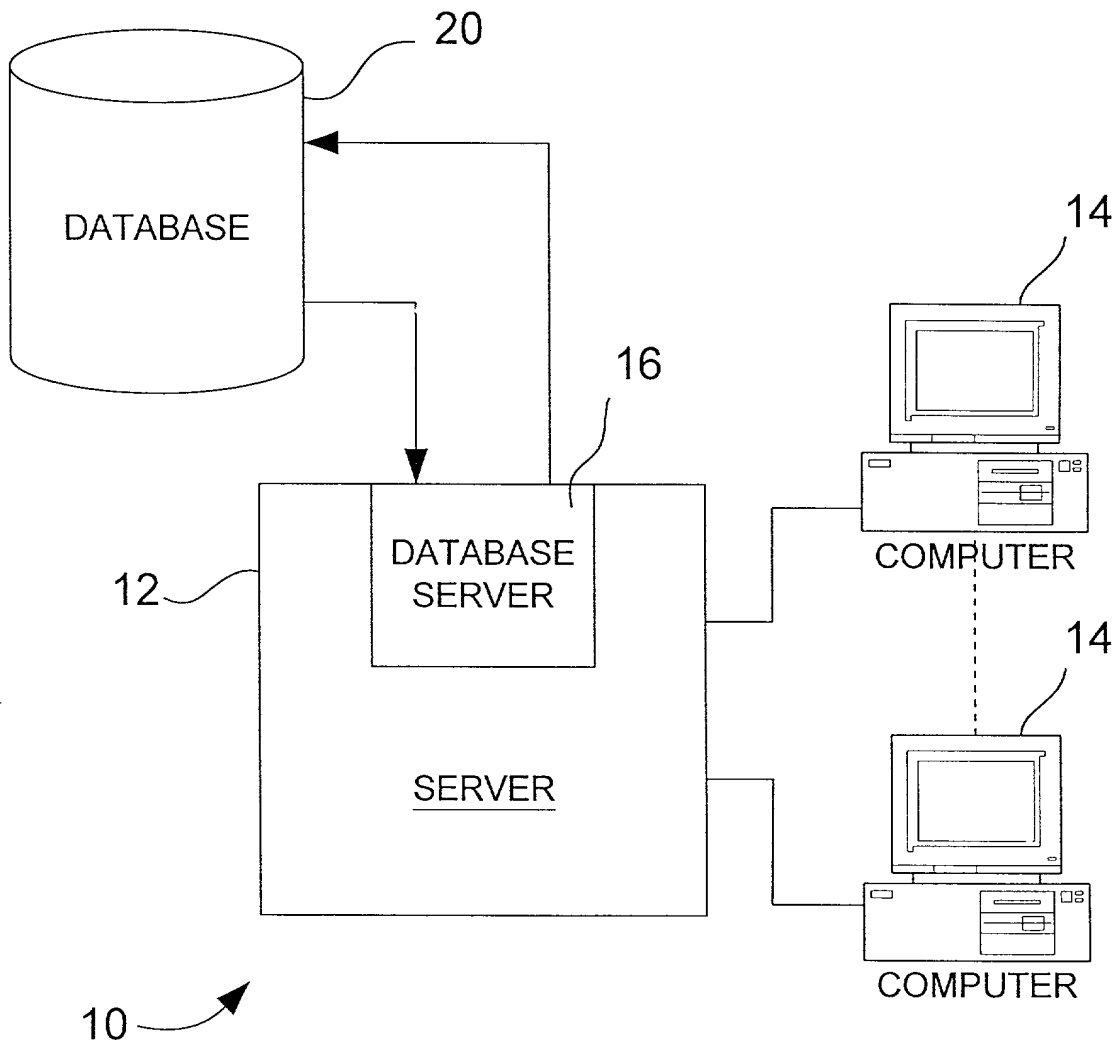
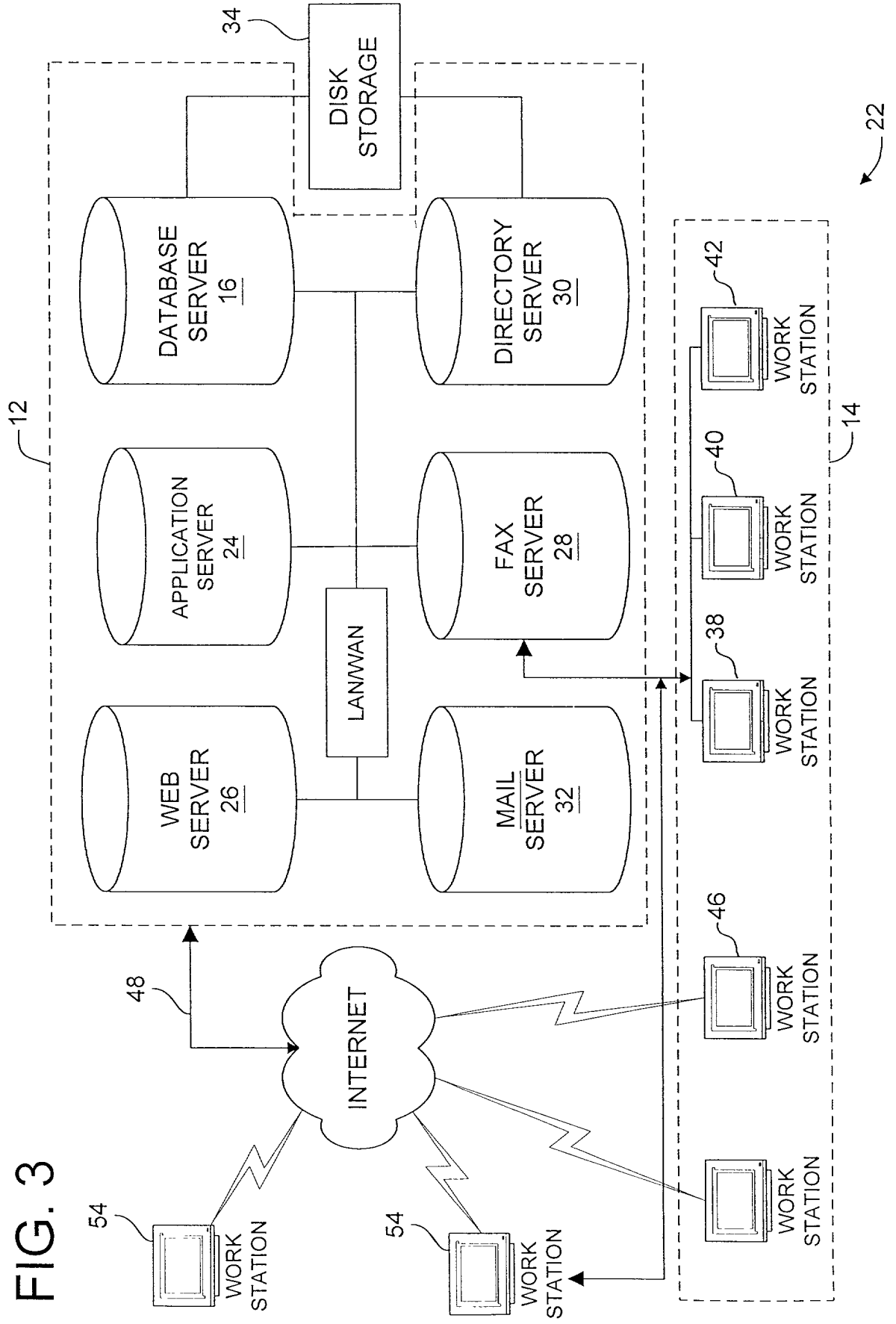


FIG. 2

FIG. 3



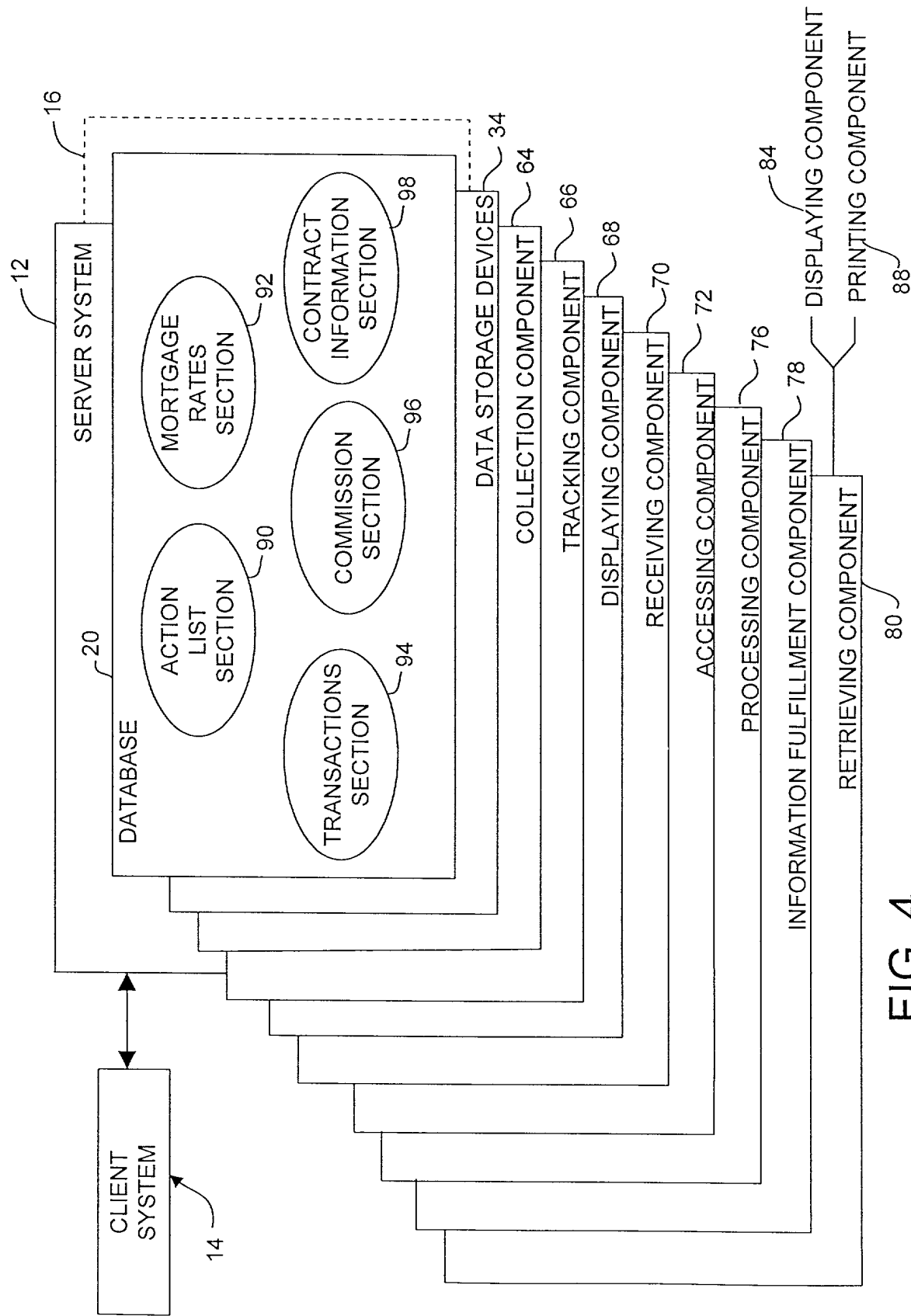


FIG. 4

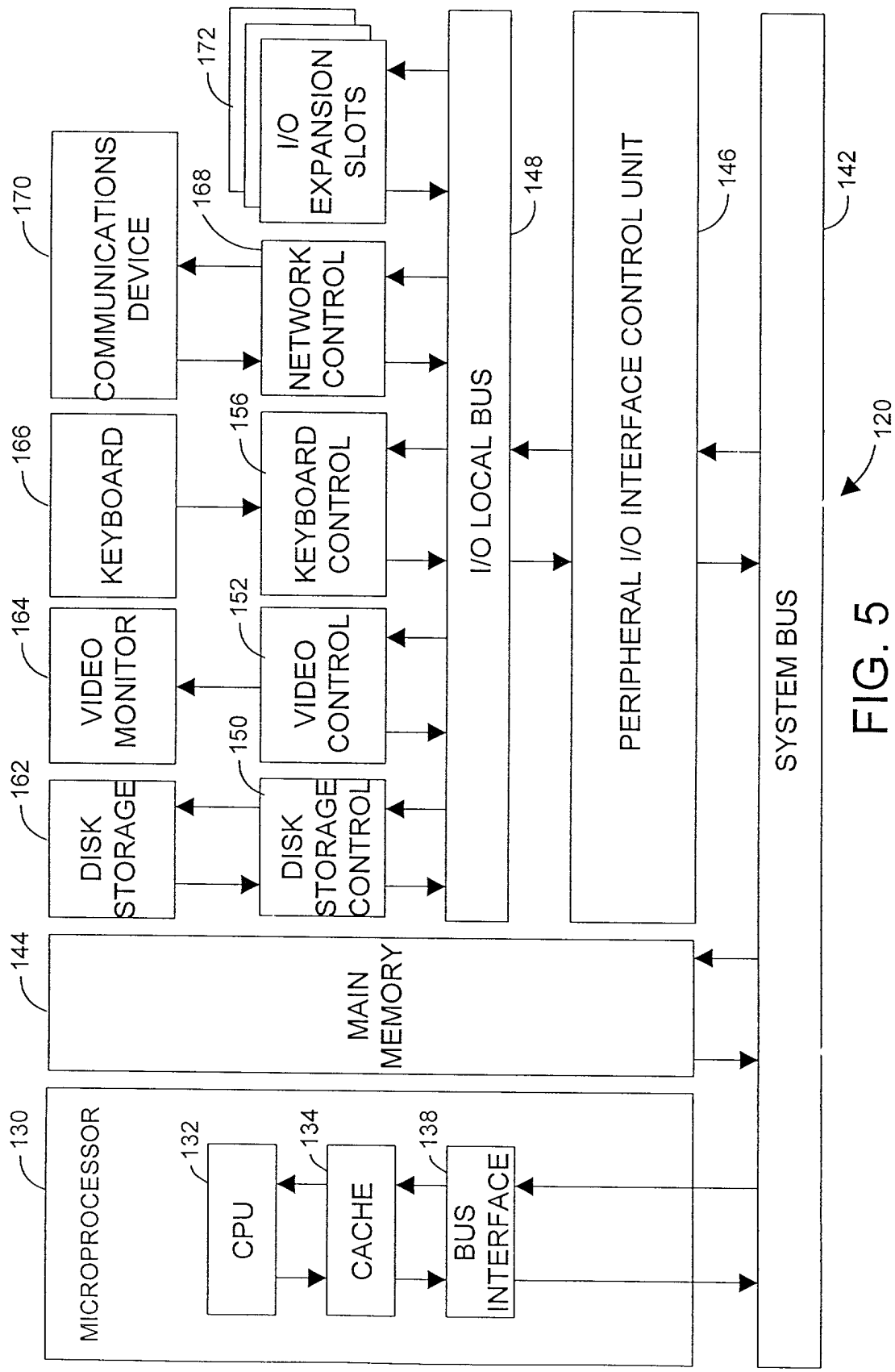
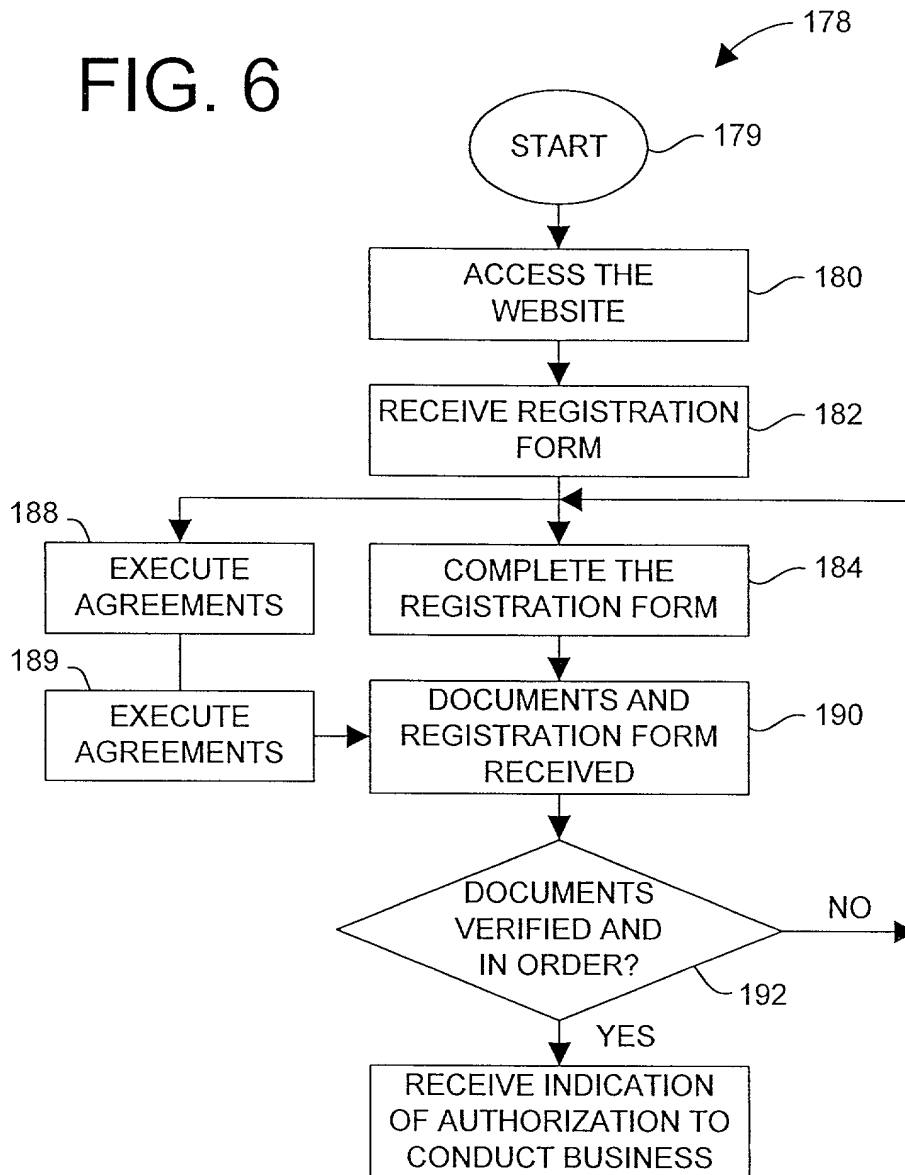


FIG. 5

FIG. 6



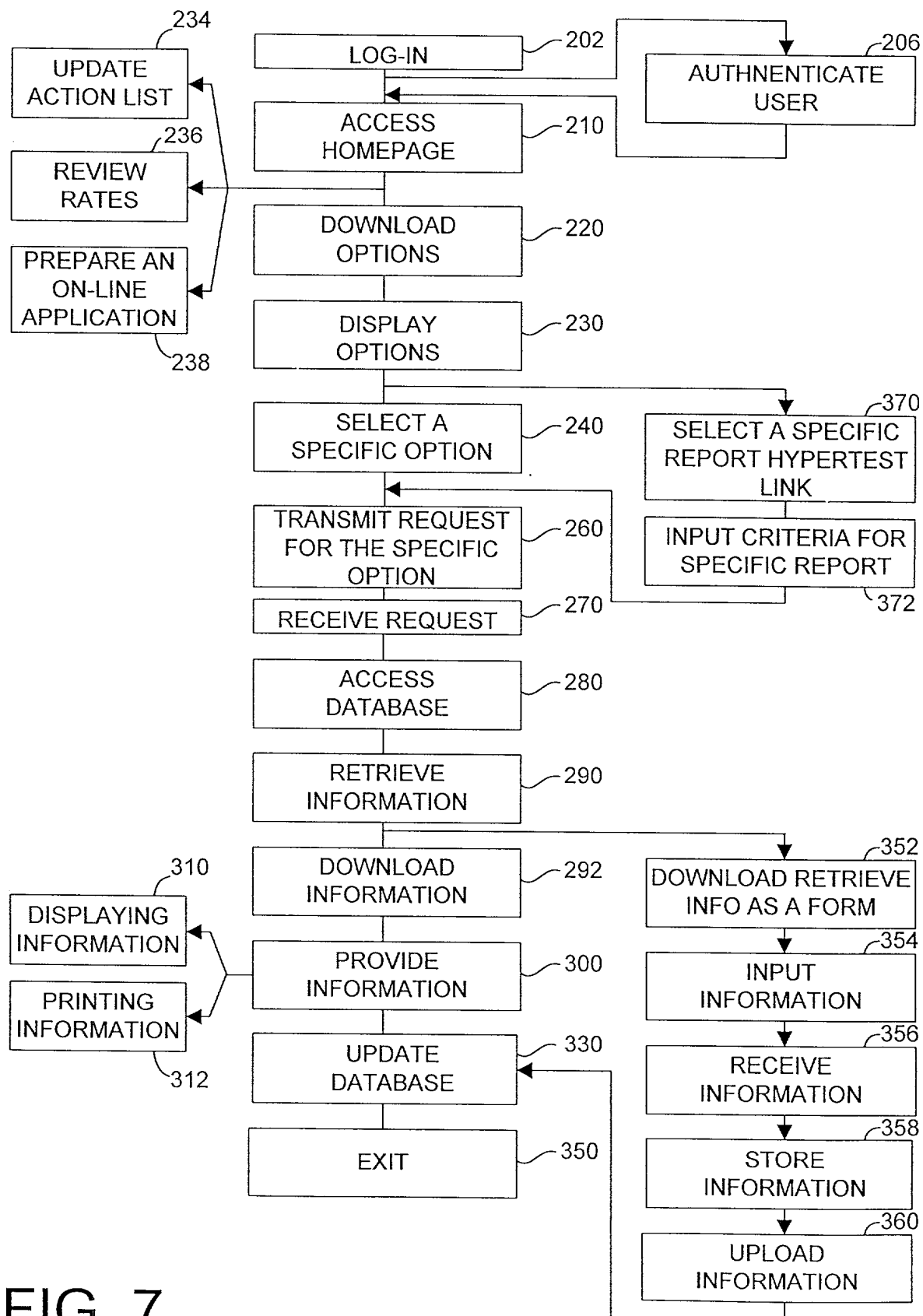


FIG. 7

Mortgage Banking 322

Sign up

About

Need Help?

Login name 324

Password 326

328

If you have forgotten you password, please call us at

FIGURE-8

↑
320

400

Action List Transaction Underwriting Commission Contact Info

Revise Data Loan Application Credit Report Loan Approval

Administration Center

- Credit Administration
- Program Match (Realtor)
- Program Match
- Edit File and Resubmit
- Record Status
- Funding Conditions
- Display/Hide Check List

Task Check List

Check off when completed

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- ☒ Review buyer's financial goals
- ☒ Review buyer's assets
- ☒ Review available loan programs
- ☒ Take information from borrower and complete borrower worksheet online
- ☒ Select an appropriate loan program
- ☒ Collect supporting documentation
- ☒ Photocopy original document
- ☒ Send documentation copy to processing department
- ☒ Open Escrow and Title
- ☐ Fax to escrow the Order form and Statement of information
- ☐ Schedule to meet the appraiser for inspection
- ☐ Complete and execute the Loan Application and Disclosures
- ☐ Maintain contact with borrower and lender
- ☒ Discuss rate lock options with client
- ☐ Fill out Rate-Lock action form
- ☐ Arrange time for document signing
- ☐ Attend loan closing

Date 05/15/01 fee disclosure

Messages 394 SubmitBy

New Status

Date 05/15/01 Documents Application and Disclosures UploadBy Underwriting

Upload New Document

Rate Options: Go 30 Fix Conf for 05/21/2001 396

| Rate | Margin | Client Points | Prepay Penalty |
|--------|--------|---------------|----------------|
| 6.250% | 0.000 | 4.125 | No |
| 6.375% | 0.000 | 3.750 | No |
| 6.500% | 0.000 | 3.250 | No |
| 6.625% | 0.000 | 2.500 | No |
| 6.750% | 0.000 | 2.250 | No |
| 6.875% | 0.000 | 1.375 | No |
| 7.000% | 0.000 | 0.875 | No |
| 7.125% | 0.000 | 0.375 | No |
| 7.250% | 0.000 | 0.000 | No |
| 7.375% | 0.000 | 0.000 | No |

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FIGURE 9

340

[illegible]

Searching for Property

↑ 410

FIGURE 10

| 12 Neg MAT A | | | | | | | Go 30 Fix Conf | | | | | | |
|--|--------------------|---------------|--------------------------|------------|----------------------|-------------|--|-------|--------------|-------------|--|----------------|-------------|
| Prog. Num. | Start Rate | Margin | Client Points | PrePay | Max LTV | Your Income | Prog. Num. | Rate | Points | Your Income | Purchase LTV | Purchase LTV | CashOut LTV |
| MA1 | 3.850 | 1.950 | 1.500 | No | 90 | 0.75 | CF3 | 6.500 | 3.250 | 0.750 | 1 Unit | 95 | 80 |
| MA2 | 3.850 | 2.050 | 1.125 | No | 90 | 0.75 | CF4 | 6.625 | 2.500 | 0.750 | 2 Units | 90 | 75 |
| MA3 | 3.850 | 2.150 | 0.500 | 3 Yrs Soft | 90 | 0.75 | CF5 | 6.750 | 2.250 | 0.750 | 3 Units | 80 | 75 |
| MA4 | 3.850 | 2.250 | 0.125 | 3 Yrs Soft | 90 | 0.75 | CF6 | 6.875 | 1.375 | 0.750 | 4 Units | 80 | 75 |
| MA5 | 3.850 | 2.350 | 0.000 | 3 Yrs Soft | 90 | 0.87 | CF7 | 7.000 | 0.875 | 0.750 | | | |
| | | | | | | | CF8 | 7.125 | 0.375 | 0.750 | | | |
| | | | | | | | CF9 | 7.250 | 0.000 | 0.750 | | | |
| Add to Margin for the following risks: | | | | | | | Max Loan Amount \$275,000 Non Owner Max LTV 70% | | | | | | |
| \$275,000-600,000 | 0.30 | | 3-4 Units | | | 0.50 | Condo Add 1 to points Impound waiver. Add .25 to point | | | | | | |
| Over 1,000,000 | 0.50 | | High Rise Condo | | | 0.50 | Non Owner: Add 1.5 to points | | | | | | |
| Reduced Doc. | 0.20 | | Non-Owner | | | 0.50 | This loan offers the best fixed rate for 30 years. Select this program for buyers looking for stability and peace of mind knowing they have a fixed payment. Good credit, 2 years stable employment and at least 3% down required. | | | | | | |
| Cash out | 0.20 | | 2nd home | | | 0.40 | | | | | | | |
| LTV 80-90 with MI | 0.10 | | If subordinate financing | | | 0.20 | | | | | | | |
| Very low payments for the first few years means your buyer will be able to afford more. Payment increases only 7.5% annually. With this Negative amortized loan your borrower pays less than the interest required while the difference gets added to loan principle | | | | | | | | | | | | | |
| Go 5 JUMBO ARM | | | | | | | Go 5/25 Balloon | | | | | | |
| Prog. Num. | Start Rate | Margin | Client Points | PrePay | Life Cap | Your Income | Prog. Num. | Rate | Points | Your Income | Max LTV | Purchase | CashOut |
| J51 | 6.750 | 2.750 | 1.625 | No | 11.75 | 0.75 | C5-1 | 6.000 | 1.650 | 0.75 | 5 Yr Balloon | 80 | 60 |
| J52 | 7.000 | 2.750 | 0.875 | No | 12.00 | 0.75 | C5-2 | 6.125 | 1.275 | 0.75 | 7 Yr Balloon | 90 | 60 |
| J53 | 7.250 | 2.750 | 0.250 | No | 12.25 | 0.75 | C5-3 | 6.250 | 0.900 | 0.75 | | | |
| J54 | 7.500 | 2.750 | 0.000 | No | 12.50 | 0.94 | C5-4 | 6.375 | 0.275 | 0.75 | Max Loan. 275,000 | | |
| J55 | 7.750 | 2.750 | 0.000 | 3 Yrs | 12.75 | 1.25 | C5-5 | 6.500 | 0.400 | 0.75 | Same guidelines as Go 30 Fix Conf. | | |
| J56 | 8.000 | 2.750 | 0.000 | 3 Yrs | 13.00 | 1.56 | C5-6 | 6.625 | 0.150 | 0.75 | | | |
| | | | | | | | C5-7 | 6.750 | 0.000 | 0.75 | | | |
| Fixed rate loan for the first 5 years. Annual Adjustment thereafter | | | | | | | Select this loan if your buyer intends to move or refinance within 5 years | | | | | | |
| Add to Points for the following risks: | | | | | | | Great rate at fixed payments for 5 years for loans up to \$275,000 and 5% down. | | | | | | |
| 2 units | 0.375 | | 3-4 Units | | | 1.00 | Go Sub Pnme Credit | | | | | | |
| Over 1,000,000 | 0.500 | | High Rise Condo | | | 0.75 | Sub Prime Loans for Less Than Perfect Credit | | | | | | |
| Reduced Doc. | 0.250 | | Non-Owner | | | 1.50 | We offer different programs for less than perfect credit borrower. Sub-prime loans are priced according to the buyer credit history, LTV, documentation of income and loan type. Submit your client's application and we will offer you several rate options to choose from. | | | | | | |
| Cash out | 0.250 | | 2nd home | | | 0.75 | | | | | | | |
| LTV 80-90 with MI | 0.375 | | LTV to 95 | | | 0.50 | | | | | | | |
| Loans 650,000 to 1,000,000 Add .25 to Rate | | | | | | | | | | | | | |
| Great jumbo loan for buyers who wish to enjoy a fixed payment and may refinance or move within 5 years. The programs offers lower fixed payment with the flexibility of having an excellent rate thereafter if your client chooses to keep the loan | | | | | | | | | | | | | |
| Go 30 Fix Jumbo | | | | | | | Go 5 Flex | | | | | | |
| Prog. Num. | Rate | Client Points | Your Income | | Loan Amount | Max LTV | Prog. Num. | Rate | Buyer Points | Your Income | Risk Based Pricing Refer to Matrix for add ons | | |
| JF1 | 6.875 | 3.125 | 0.75 | | 300,000 | 95.000 | FLX1 | 6.625 | 2.305 | 1.00 | Max LTV | 97% to 400,000 | |
| JF2 | 7.000 | 2.500 | 0.75 | | 400,000 | 90.000 | FLX2 | 6.875 | 1.680 | 1.00 | | 90% to 650,000 | |
| JF3 | 7.125 | 2.000 | 0.75 | | 500,000 | 80.000 | FLX3 | 7.125 | 1.055 | 1.00 | | 80% to 1 mil | |
| JF4 | 7.250 | 1.500 | 0.75 | | 600,000 | 75.000 | FLX4 | 7.375 | 0.430 | 1.00 | | 70% to 4 Mil | |
| JF5 | 7.375 | 1.000 | 0.75 | | No Income Verify. | | FLX5 | 7.625 | 0.000 | 1.10 | | | |
| JF6 | 7.500 | 0.750 | 0.75 | | 650,000 | 80.000 | FLX6 | 7.875 | 0.000 | 1.41 | 2nd Home | 95% | |
| | | | | | | | FLX7 | 8.125 | 0.000 | 1.69 | Non Owner | 90% | |
| | | | | | | | FLX8 | 8.375 | 0.000 | 1.91 | Limited Doc | 95% | |
| Higher LTV available on risk based pricing | | | | | | | PrePay Penalty: 5 Years Soft | | | | | | |
| >90% | Add .50 to points | | | | | | Margin: 2.250 | | | | | | |
| 2nd Home | Add .50 to points | | | | | | INDEX: 6 Mo, Libor | | | | | | |
| Limited Doc | Add .375 to points | | | | | | Flexibility is built right into this program. Risk based pricing means expanded possibilities higher loans, lower down and alternative documentation. Go Flex says YES when Fannie Mae says no | | | | | | |
| 2-4 Units: | Add .50 to points | | | | | | Refer to Matrix for add ons | | | | | | |
| Hi Rise: | Add .75 to points | | | | | | Escrow Waiver add .125 to points | | | | | | |
| Excellent program for buyers looking to enjoy predictable fixed payments. The most competitive rates for the most discriminating borrowers. 2 Years employment history, Good credit and at least 5% down required | | | | | | | PrePay Waiver add .75 to points | | | | | | |
| Move In Upgrade | | | | | | | Go 30 Fix CRA | | | | | | |
| Home Improvement, Bill consolidation 2nd TD | | | | | | | ZERO Down Payment | | | | | | |
| Prog. Num. | Rate | Client Points | Your Income | LTV | Income documentation | | Prog. Num. | Rate | Buyer Points | Your Income | | | |
| MIU1 | 13.00 | 2.00 | 3.00 | 100 | No income Verif | | CX100-3 | 7.500 | 1.500 | 0.75 | Owner Occupied | | |
| MIU2 | 12.60 | 3.00 | 3.00 | 100 | No income Verif | | CX100-4 | 7.625 | 0.750 | 0.75 | Purchase only | | |
| MIU3 | 12.25 | 2.00 | 3.00 | 100 | Income verified | | CX100-5 | 7.750 | 0.250 | 0.75 | Subject to census track guide and | | |
| MIU4 | 11.85 | 3.00 | 3.00 | 100 | Income verified | | CX100-6 | 7.875 | 0.000 | 0.75 | subject to income limits | | |
| | | | | | | | CX100-7 | 8.000 | 0.000 | 0.87 | Closing costs may be gifted | | |
| This 2nd TD Loan may be taken immediately following the close of purchase Pull cash up to 100% of the value based on a new appraisal Great for home improvement or pulling out entire down payment and profit! | | | | | | | Great for the first time home buyer Flexible underwriting and credit requirements in CRA designated area Great rates too! | | | | | | |
| | | | | | | | Look for list of CRA designated areas in GoLoan Resource page | | | | | | |

Rates, fees and programs are subject to change without notice Please refer to program guide or call Goloan for specific parameters
APR not calculated This Information is intended to Real Estate professionals only Not for distribution to the consumer
Equal housing lender

FIGURE - 11

430

Mortgage Loan Procedures and Broker Certification

- [] Pre-qualifying Interview and bonding
- [] Review buyer's financial goals
- [] Review buyer's assets
- [] Review available loan programs
- [] Review tax returns, pay statements, credit review
- [] Take information from borrower and complete borrower worksheet online
- [] Statement of information given to borrower
- [] Run Credit for Pre-Qualification
- [] Select an appropriate loan program
- [] Calculate maximum loan amount; review lending ratios
- [] Mortgage Broker discuss with realtor appropriate loan options
- [] Mortgage broker telephone interview to finish 1003
- [] Assemble completed package incl. Disclosures and deliver to client for execution
- [] Borrower to receive Mortgage Loan Disclosure Statement and Good Faith Estimate (3 days)
- [] Borrower to receive High Rate/High Fee disclosure, if applicable, at least 3 days before becoming obligated for the loan
- [] Borrower sign loan package and authorizations
- [] Borrower sign Fair Lending Act disclosure
- [] Borrower sign Equal Credit Opportunity (ECOA) disclosure
- [] Borrower sign Memorandum of Understanding
- [] Borrower sign Appraisal Disclosure
- [] Borrower sign Fed Tax Form 8821 for accessing tax information
- [] Borrower sign Fed Tax Form 4506 for accessing tax information
- [] Execute buyer's agreement
- [] Collect Documentation
- [] Photocopy original documents
- [] Send documentation copy to processing department
- [] Submit loan electronically for approval when possible
- [] Complete credit order form
- [] Fax Factual Credit Bureau order form with copy of 1003
- [] Assisting the Borrower in understanding and clearing credit problems
- [] Deposit Check and photo copy
- [] Mortgage Broker to review and sign 1003(within 5 business days), and send welcome letter
- [] Print all verifications
- [] Stamp and highlight all verifications
- [] Photocopy authorization
- [] Staple verifications and authorizations, add reply envelope, and mail
- [] Send out HOA Certificate form where required
- [] Initiating/ordering requests for mortgage and other loan verifications
- [] List comments and Instruction for Processors, agents and clients
- [] Open escrow: Complete escrow opening instruction form
- [] Order title report: Complete order form
- [] Fax to escrow, order form with statement of information and insurance information
- [] Complete appraisal order form
- [] Schedule and meet the appraiser for an inspection
- [] Crosscheck document receipt and original documents for accuracy
- [] Update loan package information
- [] Print 1003 (to be reviewed for accuracy)
- [] Enter information on loan tracking worksheet
- [] Maintain contact with borrower, realtors, and lender, between application and closing, to apprise them of the status of the application and to gather additional information, as needed
- [] Follow-up on missing documents
- [] Follow-up on verifications and resend where required
- [] Receive, review and enter verifications
- [] Receive and enter credit report

↑ 440

FIGURE -12

Contact borrower for additional income, mortgage, deposit, credit, title, divorce, trust, understanding, liens, etc. when and if applicable
 Request letter of explanation for all derogatory reports and inquiries from borrower
 Dispute any inaccuracies with reporting agencies
 Receive and review escrow
 Receive and review Title-Dispute any inaccuracies with Title Officer and borrower
 Receive, review and enter appraisal
 Dispute any inaccuracies with appraiser
 Obtain and review ground lease where required
 Request 216 rental survey where required
 Request zoning information and explain where required
 Request Flood Map and Panel #'s
 Processing assembles a condition list for approval
 Review file for completeness and durability
 Transfer file to Senior Processor for review pre-underwriting
 Photocopy and package loan for underwriting
 Submit to Underwriter
 Approval/Suspension/Denial notification
 Comply with prior to documentation and prior to funding conditions
☐ Rate locked with client
☐ Fill out rate lock action sheet
 Rate locked with lender
 Loan checked for disbursements
 Docs ordered with lender
 Escrow advised of doc order
 Prior to funding conditions okay
☐ Time arranged for doc signing
☐ Attend loan closing
 Check with escrow-docs signed
 If High Rate High Fee loan, check disclosures given and ensure 3 day Right of Rescission up before signing loan documents
 Check when 3 day Right of Rescission up after signing loan documents
 Loan funded
 Lender given High Rate/High Fee disclosure as required and in file
 Loan recorded
 Arrange for check pick-up
 Check received
 Check audited
 Entered into computer system
 Check banked
 Entered in computer funding list
 Entered in Quicken or similar accounting program
 Thank you letter sent
 Refund check calculated
 Refund check printed
 Documents returned
 Gift ordered to borrower
 Arrange for gift pick-up
 Loan placed in archive box

I have completed each and every task checked off above.

Broker Name: _____

Signature: _____ Date: _____

Broker must complete all marked ☐ tasks, check them off when completed and fax this executed form to

FIGURE -13

↑ 450